

DATA I/O CORP  
Form 8-K  
March 07, 2007

**SECURITIES AND EXCHANGE COMMISSION**

WASHINGTON, D.C. 20549

**FORM 8 - K**

**CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): March 5, 2007

**Data I/O Corporation**

(Exact name of registrant as specified in its charter)

Washington

(State of other jurisdiction of incorporation)

**0-10394**  
(Commission File Number)

**91-0864123**  
(IRS Employer Identification No.)

**6464 185<sup>th</sup> Ave. N.E., Redmond, WA 98052**

(Address of principal executive offices) (Zip Code)

Registrant's telephone number, including area code: (425) 881-6444

Not Applicable

(Former name or former address, if changed since last report)

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Item 2.02 Results of Operation and Financial Condition

A copy of a press release made on March 5, 2007 follows:

6464 185<sup>TH</sup> Ave. N.E., Suite 101

Redmond, WA 98052

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**Contact:**

Joel Hatlen

VP / Chief Financial Officer

Data I/O Corporation

(425) 881-6444

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### **DATA I/O ANNOUNCES FOURTH QUARTER 2006 FINANCIAL RESULTS**

**Redmond, Wash., March 5, 2007** Data I/O Corporation (NASDAQ: DAIO), the leading provider of manual and automated device programming systems, today announced financial results for the fourth quarter and year ended December 31, 2006.

Revenues for the fourth quarter of 2006 were \$8.4 million, compared with \$6.8 million in the third quarter of 2006. In accordance with U.S. generally accepted accounting principles (GAAP), net income in the fourth quarter of 2006 was \$909,000, or \$0.10 per share, compared with net income of \$47,000, or \$0.01 per share, in the third quarter of 2006.

#### **Fiscal Year 2006 Results**

For the year ended December 31, 2006, Data I/O reported revenues of \$28.8 million, a 2 percent increase from revenues of \$28.3 million in 2005. Net income for 2006 was \$46,000 or \$0.01 per share, compared with a net income for 2005 of \$582,000 or \$0.07 per share. Gross margins as a percentage of sales in 2006 were 53.8 percent, compared with 56.8 percent in the prior year. This gross margin percentage change was primarily due to channel and product mix changes between the two periods.

During the fourth quarter, we began shipping to customers the FLX 500, our new automated programming system, said Fred Hume, president and CEO. We are pleased with our customers' reception of the FLX 500, the opportunities it provides for an expanded set of customers to automate their programming processes, and the FLX 500 as a platform for providing further customer solutions.

We are pleased that our restructuring actions taken in the third and fourth quarter were successful in adjusting the expense structure to increase profitability, said Hume.

#### **Conference Call Information**

A conference call discussing the fourth quarter and 2006 financial results will follow this release today at 2:00 p.m. Pacific time/5:00 p.m. Eastern time. To listen to the conference call, please dial (612) 332-0530, passcode: DAIO. A taped replay will be made available approximately one hour after the conclusion of the call and will remain available for one week. To access the replay, please dial (320) 365-3844 access code 864590. The conference call will also be simultaneously webcast over the Internet; visit the Investor Relations section of the Data I/O Corporation website at <http://www.dataio.com> to access the call from the site. This webcast will be recorded and available for replay on the Data I/O Corporation website approximately two hours after the conclusion of the conference call.



**About Data I/O Corporation**

Celebrating 35 years of innovative leadership in the device programming industry, Data I/O Corporation (NASDAQ: DAIO), provides manual and automated device programming systems that specifically address the requirements of engineering and manufacturing customers. FlashCORE , Sprint and UniSite families provide a wide range of device support and versatility to address a user s many different programming needs. Data I/O Corporation has headquarters in Redmond, WA, with sales and services offices worldwide. For further information, visit the company s website at <http://www.dataio.com>.

**Forward Looking Statement**

Statements in this news release concerning future revenues, future margins, future results from operations, financial position, economic conditions, product releases and any other statement that may be construed as a prediction of future performance or events are forward-looking statements which involve known and unknown risks, uncertainties and other factors which may cause actual results to differ materially from those expressed or implied by such statements. These factors include uncertainties as to levels of orders, ability to record revenues based upon the timing of product deliveries and installations, market acceptance of new products, changes in economic conditions and market demand, pricing and other activities by competitors, and other risks including those described from time to time in the Company s filings on Forms 10K and 10Q with the Securities and Exchange Commission (SEC), press releases and other communications.

Summary Financial Data Attached

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**DATA I/O CORPORATION**  
**COMPARATIVE STATEMENTS OF EARNINGS**

(in thousands except per share data)

	Fourth Quarter			Twelve Months Ended		
	12/31/2006	12/31/2005	Percent Change	12/31/2006	12/31/2005	Percent Change
Net sales	\$ 8,380	\$ 8,356	0.3 %	\$ 28,793	\$ 28,321	1.7 %
Gross margin	4,581	4,388	4.4 %	15,503	16,091	-3.7 %
Gross margin as percent of sales	54.7 %	52.5 %	2.2 %	53.8 %	56.8 %	-3.0 %
Operating expenses:						
Research & development	1,332	1,381	-3.5 %	5,577	5,286	5.5 %
Selling, general and administrative	2,404	2,663	-9.7 %	9,898	10,085	-1.9 %
Provision for business restructure	39	23		191	96	
Operating income(loss)	806	321		(163)	624	
Non-operating income (expense)	66	56		163	78	
Income(loss) from operations before taxes	872	377			702	
Income tax expense(benefit)	(37)	14		(46)	120	
Net income(loss)	\$ 909	\$ 363		\$ 46	\$ 582	
Total diluted earnings(loss) per share	\$ 0.10	\$ 0.04		\$ 0.01	\$ 0.07	
Diluted weighted average shares outstanding	8,730	8,625		8,710	8,532	

**CONDENSED BALANCE SHEET**

(in thousands)

	12/31/2006	12/31/2005
Cash and cash equivalents	\$ 2,478	\$ 4,362
Short-term investments		800
Accounts receivable, net	8,496	6,828
Inventories	5,052	3,529
Other current assets	491	329
Property, plant and equipment, net	2,852	2,274
Other long-term assets, net	122	15
Total assets	\$ 19,491	\$ 18,137
Current liabilities	\$ 5,762	\$ 5,854
Long-term debt	446	
Shareholders' equity	13,283	12,283
Total liabilities and shareholders' equity	\$ 19,491	\$ 18,137



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SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Data I/O Corporation

March 7, 2007

By /s/Frederick R. Hume  
Frederick R. Hume  
President  
Chief Executive Officer

By /s/Joel S. Hatlen

Joel S. Hatlen  
Vice President - Finance  
Chief Financial Officer  
Secretary and Treasurer